

KEY DSH MANAGEMENT SOLUTIONS SERVICES

Federal SSI Market Share Enhancement: Prospective Patient Identification and Coverage Services

Prospectively, DMS has developed a clinical profiling model that assists in identifying those individuals who meet the clinical disability requirements for Title XVI (85% of those recipients are disabled) and have multiple affiliations, with third parties who work with these hospital clients to guide them through the administrative maze that is the SSA.

The first step to growing the regional market share of this important but previously “invisible” niche sub-segment is the identification of the individuals who comprise this target population. By itself, however, this information is

inadequate. DMS integrates this very recently available data with our proprietary Medical Group Management System (MGMS©) product that not only identifies the attending physician for all of the hospital’s inpatient admissions, but the affiliated Medical Group as well. When combined with multiple statewide discharge databases purchased by DMS, we can identify hospital and system-wide retention, expansion and medical group development opportunities to grow this relatively small, but critically important target market.

